



Export News

U.S. Export Assistance Center
Houston, Texas

November 2003

www.buyusa.gov/southcentral

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Published by:

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TRADE COMPLIANCE CENTER

*MAKING AMERICA'S TRADE AGREEMENTS
WORK FOR YOU*



The Trade Compliance Center (TCC) was established by the U.S. Department of Commerce in 1996 to ensure that U.S. exporters and service providers receive the full market access benefits negotiated in more than 300 trade agreements. It is a one-stop-shop for American exporters who face foreign trade barriers.

The TCC works in close cooperation with the State Department, the Office of the U.S. Trade Representative, the U.S. Department of Agriculture, the U.S. Department of the Treasury, the National Institute of Standards and Technology, the Patent and Trademark Office, and U.S. embassies around the world. The TCC has been successful in resolving many foreign market access and international trade agreement issues.

The TCC On-Line website at <http://www.export.gov/tcc> provides a checklist of common trade issues to determine if a trade barrier exists; the texts of over 300 agreements and *Exporters Guides* for quick, concise explanations of individual trade agreements; and an *Export Alert!* email notification service that alerts you when foreign governments propose new mandatory technical regulations. A trade barrier can be reported by sending an email to tcc@ita.doc.gov, calling (202) 482-1191, or faxing (202) 482-6097.

SENIOR COMMERCIAL OFFICER

CS SAO PAULO, BRAZIL

VISITING HOUSTON DECEMBER 8-10

Senior Commercial Officer John Harris of the U.S. Commercial Service in Sao Paulo, Brazil will be visiting the Greater Houston Partnership (GHP) and is available to meet with area companies during his trip. **GHP will sponsor a presentation by Mr. Harris on Monday, December 8 at 8:30 am.** Companies interested in attending this free event and/or meeting with him afterwards should contact Cari Broderson of GHP at cbroderson@houston.org or 713-844-3635.





HOUSTON APPLYING FOR HEADQUARTERS OF PROPOSED FTAA

Business Comments Being Sought

The Greater Houston Partnership is seeking comments from area exporters to measure support for a bid for the Secretariat of the Free Trade Area of the Americas, the hemispheric-wide trading block which is currently being negotiated. The Secretariat will have a significant economic development impact on the selected city and several have already applied including Miami, Atlanta, Chicago, Colorado Springs, Panama City, Panama, and Port-of-Spain, Trinidad and Tobago. Houston-area business leaders are spearheading this effort. To comment on this issue, please contact Cari Broderon at the Greater Houston Partnership at 713-844-3635 or cbroderon@mail.doc.gov.

HOW DO U.S. COMPANIES WIRE MONEY TO IRAQ?

- Citibank in Amman offers a service that delivers cash to the doorstep of the beneficiary in Iraq (ph. 962 6 567 5100).
- Some U.S. Army personnel and foreign dignitaries use the Export & Finance Bank in Amman, Jordan, which provides money transfer services in cooperation with Baghdad Bank (ph. 962 6 569 4250).
- On October 5, Visa International entered into an agreement with Rafidain Bank that will allow the bank to make electronic fund transfers among its branches throughout the country.

This and a great deal of useful information is on our Iraq website www.export.gov/iraq. Additionally, two reconstruction-related programs are listed on page 5 of this newsletter.

NEW SHIPPER'S EXPORT DECLARATION

The text of the confidentiality statement on the Shipper's Export Declaration has been revised. It now cites the legal provision describing the confidentiality of Shipper's Export Declaration information. For details and a new form, see <http://www.census.gov/foreign-trade/www/>.

MAJOR PROJECTS IN ALBERTA, CANADA

An Inventory of Major Alberta Projects is published by Alberta Economic Development to assist firms in identifying potential supply opportunities. The Inventory lists major projects in Alberta, valued at \$2 million or greater, that are planned, underway, or have recently been completed. Project data is obtained from public information sources. Where possible, this data has been verified with the project proponent/developer. See www.alberta-canada.com/statpub/mpindex.cfm.

*The **Global Petroleum Show** will be held in Calgary, Alberta, Canada in June 2004. For details on attending, see page 5.*

NEW EXIM FINANCING PROGRAM

The Export-Import Bank of the U.S. (EXIM) recently enacted the Transportation Security Exports Program (T-SEP) to provide enhanced financial support for U.S. exporters of products and services that help improve aviation and maritime transportation security sectors worldwide. T-SEP helps U.S. exporters provide state-of-the-art equipment, technology, and services to countries seeking to improve the security of their cross-border transportation systems. For details, contact EXIM's Southwest Regional Office in Houston at 281-721-0465 or fax: 281-679-0156 or see <http://www.exim.gov/>.

EASY-TO-USE GUIDES ON EU STANDARDS

The National Institute for Standards & Technology (NIST) has created guides for American companies to understand EU standards. See <http://ts.nist.gov/ts/htdocs/210/gsig/europe.htm>

Another useful websites on EU Standards is a joint effort of the three European Standards Organizations (CEN, CENELEC and ETSI) together with both the European Commission and EFTA - <http://www.newapproach.org>.

FREE LISTING IN INFORMATION WEEK SINGAPORE

Information Week Singapore's December issue will provide a free listing for new-to-market U.S. firms seeking partnerships. If you are interested see http://www.buyusa.gov/singapore/en/infoweek_free_listing.html by November 12. Please note that the magazine reserves the right to edit the submission as it deems appropriate.

DUTY DRAWBACK AND DEFERRAL PROGRAM POSSIBLY TO END

Exporters receiving duty drawback refunds or using a duty deferral program (such as a foreign trade zone) risk losing those benefits. The U.S. Trade Representative (USTR) is seeking to restrict or eliminate the programs under various free trade agreements (FTA). The recently signed U.S.-Chile FTA contains such restrictions and the USTR will seek similar limitations in agreements being negotiated with most countries in the Western Hemisphere, as well as Australia, Morocco, and the Southern African Customs Union.

Duty Drawback is a refund program that provides exporters with a refund of 99% of the Customs duties paid on imported products or components that are then exported or used to manufacture finished goods that are then exported. Duty deferral programs, such as Foreign Trade Zones, are facilities within the U.S. that are considered outside of the U.S. customs territory. Deferral programs allow the user to import finished goods or components into the facility and export the same or finished products manufactured in the facility without paying duty.

The USTR is currently reviewing comments made in response to a July 2 Federal Register notice. For details see <http://www.ustr.gov/>.

TRADE LEADS

GLOBAL TRADE & TECHNOLOGY NETWORK LEADS

All of Global Trade & Technology Network (GTN) leads are verified. For more information contact Andres Borasino, GTN representative in Houston at aborasino@usgtn.net or 281 449 9428 or visit GTN's website at www.usgtn.net.

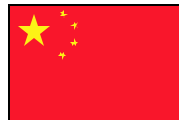
- A Bulgarian steel mill is seeking technologies to convert municipal waste into energy, for a project in the city of Sofia (Ref # RBG20031022366).
- Ghanaian and Nigerian companies are looking for suppliers of oil extracting equipment for soy and maize (RGH20031014197 and RNG20031014198)
- Brazilian companies seek suppliers for fingerprint sensors and color measurement software (RBR20031031435 and RBR20031030431)
- A Namibian company is interested in identifying reliable US suppliers for computers and components (RNA20031105595).

EVENTS

US EXPORTS TO CHINA - OPPORTUNITIES & PITFALLS

U.S. International Exhibition Center,
Houston

November 13 & 14



The event will begin with a **live, interactive video conference with Senior Commercial Officer Craig Allen, CS Beijing, China** who will provide a briefing on the market and take questions from the audience. Afterwards, other speakers during the conference include:

- Deputy General Manager Geng Xianliang, China Petroleum & Chemical Corporation (Sinopec)
- Yi Zhao, Senior Director, Research & Development, FutureWei (Hua wei), Plano, TX
- Terence Stewart, Managing Partner, Stewart & Stewart, Washington, DC; and co-author of the Congressional Report on China's Accession to the WTO
- Michael S. Goldberg, Baker Botts, LL.P.
- Jianping Chen, Commercial Section Chief, Chinese Consulate General of the People's Republic of China in Houston

The event is being co-sponsored by the Southern News Group, U.S. Department of Commerce, City of Houston, Texas Office of the Governor - Economic Development and Tourism, Chinese Consulate General in Houston, University of Houston, Asia Society, and Fulbright and Jaworski. Cost for the two-day program is \$200 per person or \$450 for a company (sending up to 3 staff members. For a registration form contact Pam Plagens at pam.plagens@mail.doc.gov or 281-449-9412.

IRAN & LIBYA SANCTIONS: POLITICAL RISKS & PROSPECTS FOR FOREIGN INVESTMENT

St. Regis Hotel, Houston

November 13

Co-organized by the Bilateral US-Arab Chamber. Learn about the changing economic and political conditions in the region. For details contact Aida Araissi at 713-880-8168 or aida@arabuschamber.org.

COALITION PROVISIONAL AUTHORITY INDUSTRY DAY

Crystal Gateway Marriott, Arlington, VA
November 19

In response to Congressional interest in the Coalition Provisional Authority's (CPA) contracting process and business opportunities in Iraq for constituents, Industry Day is the first step in a series of measures designed to make CPA's contracting process as transparent and open as possible. For details see www.Rebuilding-Iraq.net.

GREATER HOUSTON PARTNERSHIP

For details on the following programs, please contact Cari Broderson at 713-844-3635.

- **Exporters Workshop - Exporting to Central America**, December 4. Morning program. Cost: Free.
- **Delegation from Ecuador**, December 5. Morning program. Cost: Free
- **Senior Commercial Officer From Brazil**, December 8. Morning program. Cost: Free

U.S. REGULATORY COMPLIANCE FOR EXPORTERS

Houston
December 9

National Association of Credit Managers (NACM) will present an overview by a panel of industry leaders of all of the old and new regulations, the impact on export business, consequences of non-compliance, where to find information, and how exporters can protect themselves by implementing a compliance program within their companies. We will discuss a variety of regulations, including Office of Foreign Asset Control, Specially Designated Nationals, the USA PATRIOT Act, Anti-boycott, "know-your-customer" guidelines, Anti-money laundering, Foreign Corrupt Practices Act, and US Customs regulations. Cost \$69. Contact NACM for registration: 281-228-6100 (ask for educationdept).

Iraq Reconstruction Update
Outreach 2004

Amman, Jordan
January 11-14

Working with Baghdad Business Center, the Jordanian American Business Association (JABA) and many other organizations, the exhibition and workshop expects high-level Coalition Provisional Authority officials, large U.S. contractors, Iraqi ministerial officials and Iraqi companies, as well as firms from around the region and around the world.

Jordan has become a leading gateway for business into Iraq. The safety, modern facilities, progressive

business climate, wide-spread use of English, a Free Trade Agreement with the U.S., and very long-standing business relationships with its neighbors make Jordan a logical place to start. Already used by major U.S. firms and the U.N. as a base of operations, Amman is an ideal location for U.S. firms interested in Iraq but not ready to set up shop in Baghdad. For details see www.kallman.com.

ARAB HEALTH 2004

Dubai

January 18-21

The regions leading medical equipment and services exhibition and conference. There will be a U.S. pavilion and catalog exhibit. For details, contact Pam Plagens at Pam.Plagens@mail.doc.gov or ph 281-449-9412.

GOST-R SEMINAR

Washington, DC

Friday, January 23, 2004

Sponsored by the Trade Representation of the Russian Federation in the US and ROSTEST, a licensed agency of Gosstandart, together with the participation of the Business Information Service of the Newly Independent State (BISNIS) of the U.S. Department of Commerce, the event will provide first-hand information to make the exporting of American products to **Russia** more efficient, less expensive and enhance process transparency.

Top experts from the Russian State Committee for Standardization and Metrology (Gosstandart) will participate to advise American exporters on current Russian regulations, explain the differences between mandatory certification and voluntary declaration of compliance processes, and outline the most efficient procedures for exporting your specific products or services to Russia. To register, visit <http://www.rosstandard.com/seminar.htm> or contact Gregory Temkin at Tel: 212- 575-3431 or gt@rosintorg.com.

TURKEY, CASPIAN & BLACK SEA
INTERNATIONAL OIL & GAS CONFERENCE

Istanbul, Turkey

February 26-27, 2004

The premier meeting of key regional and international oil and gas executives, and government officials for Turkey, the Caspian and Black Sea Region, and Central Asia with over 300 delegates attending from 25 countries. The event is held with the support of Energy Charter Secretariat, EBRD, Asian Develop-

ment Bank, World Bank Group, OPIC, and BSEC-BC. For details see www.bemltd.com or contact Ingram Liberman, Business Events Management Ltd, at Ingram@bemltd.com, ph: 44 (0)20 8951 1596/1555, Fax: 44 (0)20 8951 1553.

INFORMATION & COMMUNICATIONS TECHNOLOGY TRADE MISSION

Singapore, Malaysia & Thailand
March 15 - 23, 2004

This will be a good opportunity to meet prospective distributors, agents, and strategic alliance partners in the following sectors: broadband services, wireless communications, security technologies, and Internet related software solutions. Please contact Brendan Kelly for more information at Brendan.Kelly@mail.doc.gov or 281-449-9406.

GLOBAL PETROLEUM SHOW

Calgary, Canada
June 8-10, 2004

The event is held in conjunction with the Canadian International Petroleum Conference and will showcase world-class technology in the fields of exploration, production and transportation of oil and natural gas. Approximately 50,000 visitors from 88 countries are anticipated to attend. The show covers over half a million square feet of exhibit space housing over 1400 petroleum companies. The Commercial Service in Calgary will be offering our Gold Key Service to companies attending the show. The service includes:

- Free preliminary assessment of your product or service to ensure your success at the show;
 - Pre-qualified appointments with potential customers, distributors or representatives;
 - A market briefing and debriefing;
 - Admittance to the show and a hospitality event.
- Cost is \$750. For details on the Gold Key Service contact Sharon Atkins at sharon.atkins@mail.doc.gov or ph: 403-265-2116. For show details visit: <http://www.petroleumshow.com/>.

COMMUNICASIA 2004

Singapore
June 15-18

CommunicAsia2004 is the largest ICT showcase in Asia with over 37,322 visitors and 1,442 exhibitors from 89 countries in 2002! CommunicAsia draws a gathering of industry professionals from all over the world (1/3 of the participants were from overseas!), showcasing platforms for IT solutions, software and hard-

ware providers. The event joins BroadcastAsia, Enterprise IT, MobileCommAsia, NetworkAsia and Sat-Comm under CommunicAsia's umbrella of shows, with 5 pavilions dedicated to the industry's most talked-about technologies, such as Bluetooth, Optical Networking, Security Solutions, Wireless Internet and Smart Card.

The U.S. Department of Commerce Commercial Service will be supporting a co-exhibitor program designed especially for first-time participants at CommunicAsia. For further information, please contact Brendan Kelly at Brendan.Kelly@mail.doc.gov or 281-449-9404.

WEBSITES

TRADE STATISTICS EXPRESS

This interactive site displays U.S. merchandise trade statistics at national and state levels; in maps, graphs, and tables; and as exports, imports, and trade balances. Please note, although one must chose by HS chapter, there is a further breakdown of the HS codes once a query is submitted. Additionally, companies should use the Product Profiles to obtain these results; the Global Patterns doesn't provide such breakdowns and thus will not provide meaningful data to most SMEs. See <http://tse.export.gov>.



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